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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

FOR RELEASE: IMMEDIATELY

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1985 SALES FOR COMMERCIAL HEAT TREATERS EXCEED 1984 TOTAL BY 4.9%

Total billings for calendar year 1985 amounted to $484.5 million, up from $461.9 million in 1984. 1985's sales performance did not match 1984's gains (+31.0%), but was well above that for 1983 (-4.1).

Metal Treating Industry billings for December 1985 were $35.2 million, up 4.9% from the December 1984 figure of $33.6 million.

Six out of nine MTI districts recorded gains over their December 1984 totals. All but one district exceeded 1984's year-end performance.

A summary of percentage change by geographic regions follows:

	District	Dec 85 vs. Dec 84	Total 1985 vs. 1984
1	New England (MA-RI-CT)	17.5	14.1
2	Middle Atlantic (NY-NJ-E.PA-MD)	4.2	5.6
3	South Central (W.PA-OH-IN-KY)	12.2	6.1
4	Michigan	-2.0	7.4
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	11.1	1.3
6	North Central (IL-WI-MN-MO-IA)	-9.2	-7.8
7	Pacific Coast (CA-AZ-ORE-WASH)	13.4	10.9
8	Southwest (TX-OK-AR-CO-LA-UT)	-8.7	5.4
9	Canada	30.3	17.7

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

DECEMBER, 1985

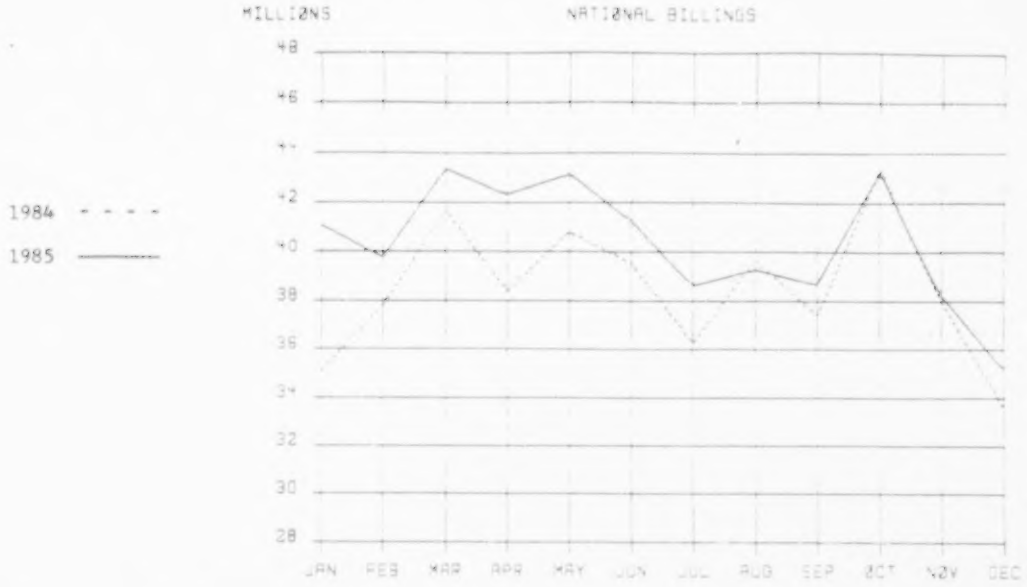
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1984	1985	%	1984	1985
Total	300	33592.2	35230.1	4.9	100.0	100.0
Dist. 1	17	2390.8	2810.4	17.5	7.1	8.0
Dist. 2	39	3766.5	3924.7	4.2	11.2	11.1
Dist. 3	59	5643.7	6331.9	12.2	16.8	18.0
Dist. 4	30	5270.1	5166.6	- 2.0	15.7	14.7
Dist. 5	23	1631.4	1812.9	11.1	4.9	5.1
Dist. 6	46	6291.5	5714.6	- 9.2	18.7	16.2
Dist. 7	28	4703.5	5331.8	13.4	14.0	15.1
Dist. 8	27	2400.5	2190.8	- 8.7	7.1	6.2
Dist. 9	9	1494.1	1946.5	30.3	4.4	5.5
Foreign	22					

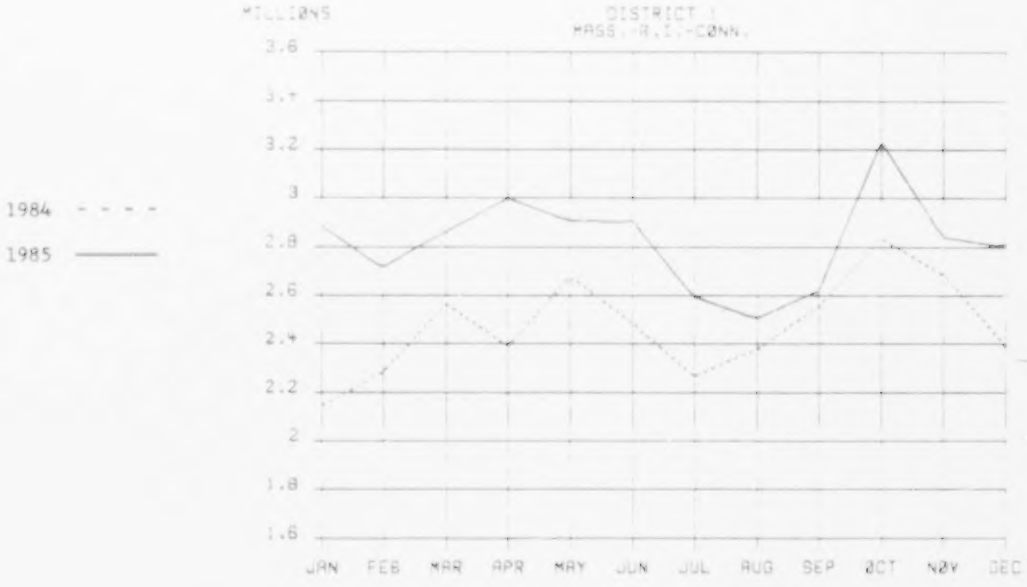
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1984	1985	%	1984	1985
Total	461878.8	484486.0	4.9	100.0	100.0
Dist. 1	29678.6	33890.0	14.2	6.4	7.0
Dist. 2	52729.6	55657.2	5.6	11.4	11.5
Dist. 3	80086.0	85007.4	6.1	17.3	17.5
Dist. 4	70456.9	75659.9	7.4	15.3	15.6
Dist. 5	23074.4	23379.2	1.3	5.0	4.8
Dist. 6	90875.9	83823.4	- 7.8	19.7	17.3
Dist. 7	61981.0	68746.8	10.9	13.4	14.2
Dist. 8	32858.9	34618.7	5.4	7.1	7.1
Dist. 9	20137.6	23703.5	17.7	4.4	4.9

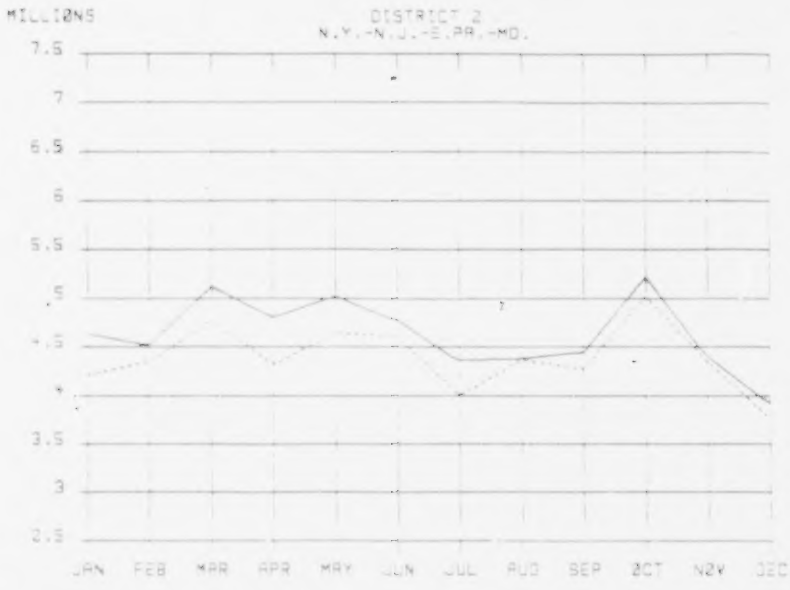
[1] Total MTI membership including firms that do not participate in monthly analysis.



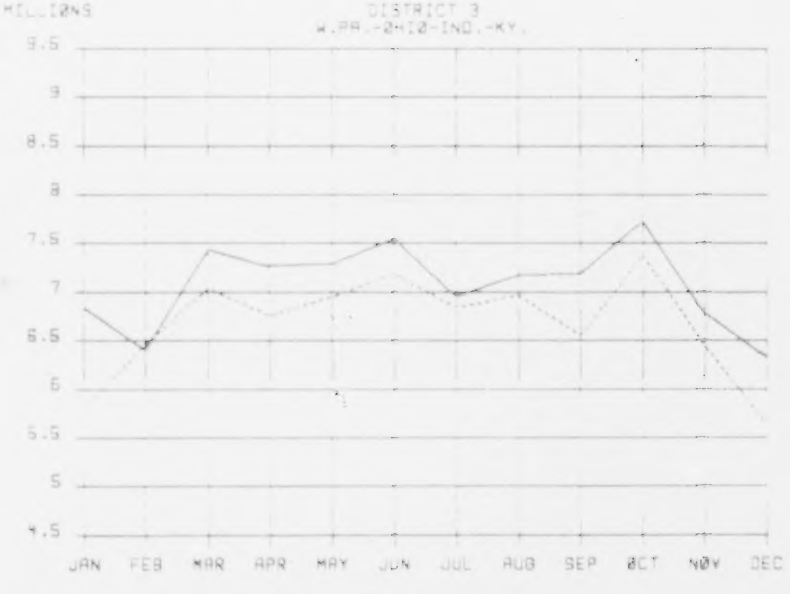
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	17.1	5.1	3.9	10.3	5.7	4.3	6.5	-1.0	3.5	-0.3	0.6	4.9
% Change	Cumulative	17.1	10.9	8.4	8.8	8.2	7.5	7.4	6.3	6.0	5.3	4.9	4.9



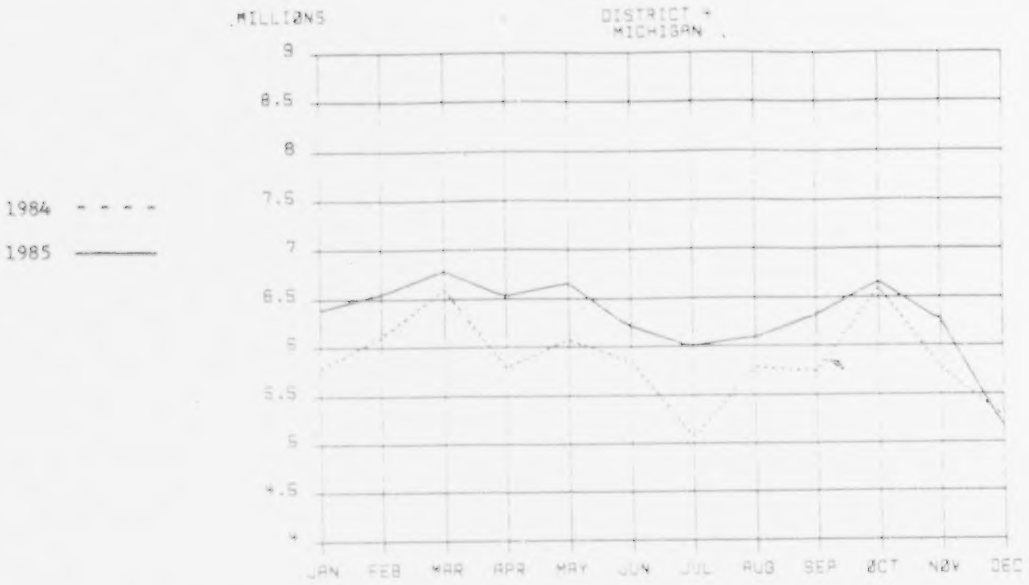
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	34.5	18.9	11.6	25.4	8.6	16.8	14.5	5.5	2.5	13.8	5.7	17.5
% Change	Cumulative	34.5	26.5	21.0	22.1	19.1	18.7	18.1	16.6	14.9	14.8	13.9	14.2



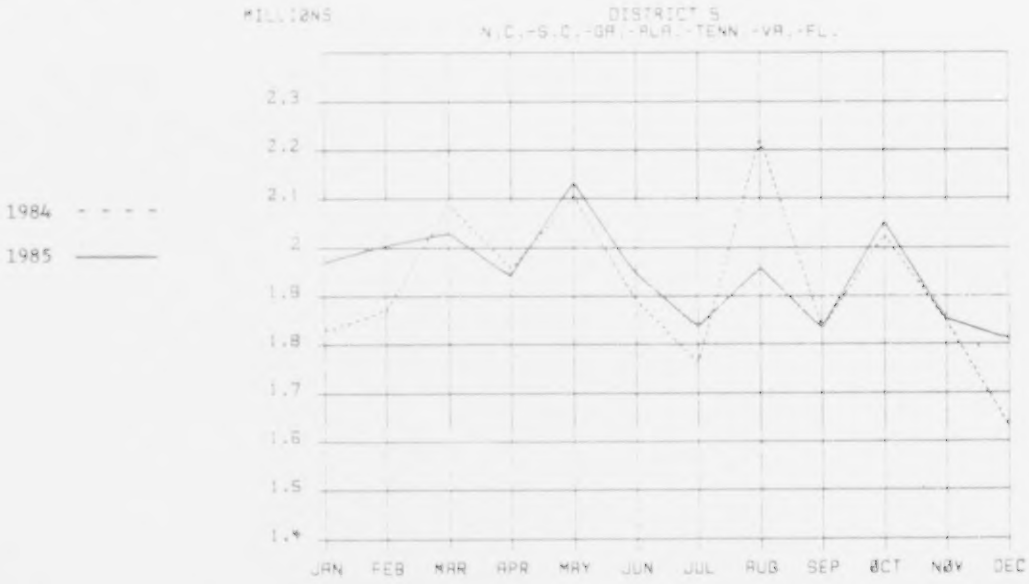
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	9.9	3.9	7.3	11.2	8.2	3.6	9.1	0.3	3.9	4.0	1.3	4.2
% Change	Cumulative	9.9	6.9	7.0	8.1	8.1	7.3	7.6	6.6	6.4	6.1	5.7	5.6



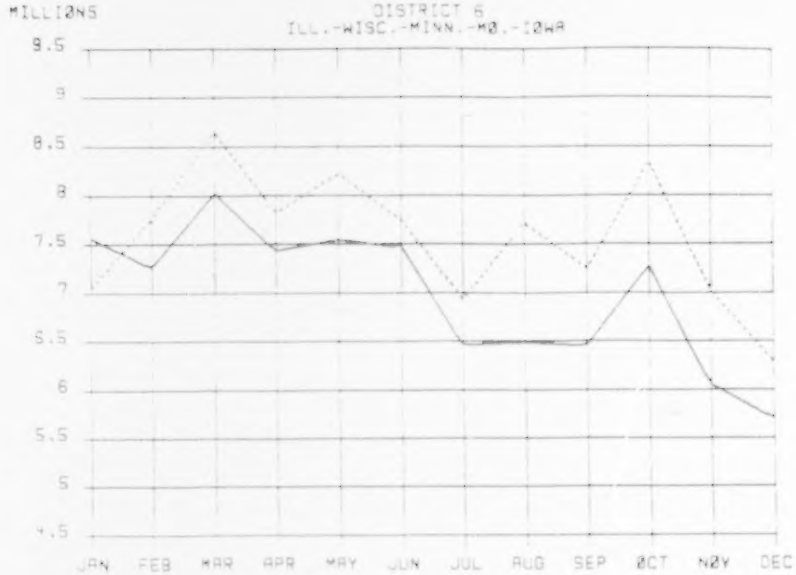
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	18.0	-1.0	5.6	7.7	4.9	4.9	1.7	2.9	9.8	4.6	5.3	12.2
% Change	Cumulative	18.0	8.0	7.1	7.3	6.8	6.4	5.7	5.4	5.9	5.7	5.7	6.1



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.5	7.2	2.8	12.9	9.5	6.1	18.6	5.3	10.2	1.0	8.6	-2.0
% Change	Cumulative	10.5	8.8	6.7	8.1	8.4	8.0	9.3	8.8	9.0	8.1	8.1	7.4



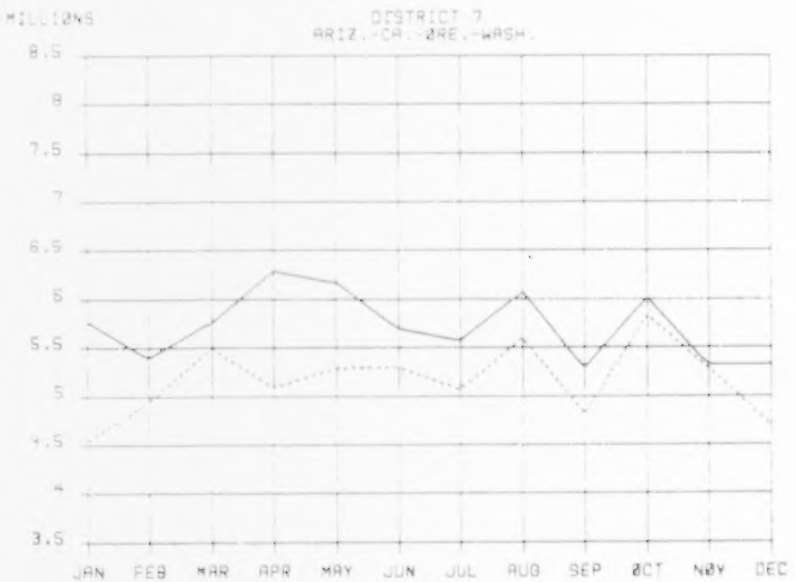
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.7	7.2	-2.9	-0.7	1.3	2.8	4.3	-12.0	0.0	1.3	0.3	11.1
% Change	Cumulative	7.7	7.5	3.7	2.6	2.3	2.4	2.7	0.6	0.5	0.6	0.6	1.3



1984 - - - -

1985 ———

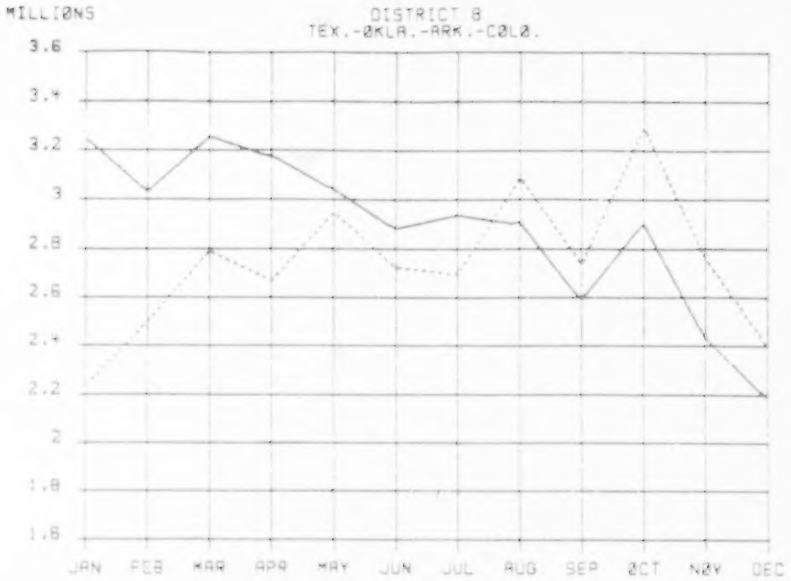
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.3	-6.4	-7.2	-4.9	-8.2	-3.4	-6.8	-15.9	-10.8	-12.9	-13.8	-9.2
% Change	Cumulative	7.3	0.1	-2.6	-3.2	-4.2	-4.1	-4.5	- 5.9	- 6.4	- 7.1	- 7.7	-7.8



1984 - - - -

1985 ———

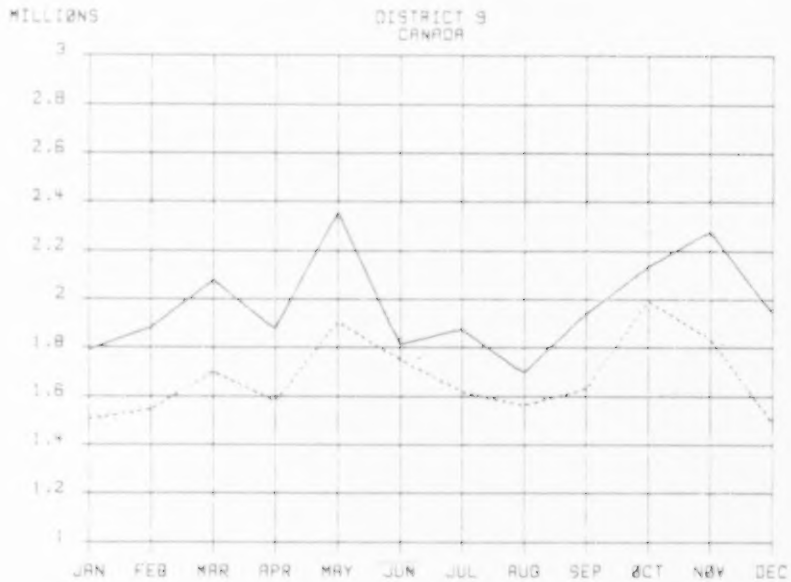
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	27.1	9.2	4.9	23.6	16.8	7.6	10.1	8.6	9.9	3.0	0.8	13.4
% Change	Cumulative	27.1	17.8	13.0	15.7	16.0	14.5	13.9	13.2	12.8	11.7	10.7	10.9



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.2	21.2	16.7	18.9	3.3	5.8	9.1	-5.9	-5.4	-11.7	-11.8	- 8.7
% Change	Cumulative	45.2	32.5	26.6	24.6	19.8	17.4	16.2	13.1	11.0	8.3	6.5	5.4



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	21.9	22.1	19.0	23.8	3.6	15.9	8.8	18.9	7.2	24.1	30.3
% Change	Cumulative	19.1	20.5	21.1	20.6	21.3	18.2	17.9	16.8	17.1	15.9	16.7	17.7